skillcrush

UPGRADE YOUR ELEVATOR PITCH

Now that you've studied up on exactly what can make or break your elevator pitch, it's time to get down to business. Writing out your answers will really help you process your thoughts. So get out a pen (or start typing) to perfect your own elevator pitch.

TELL YOUR STORY

1. What do you usually say when someone asks what you "do"?

   Web development. I code in Python, JavaScript, etc.   At a high level, I use my knowledge of the utilities and limitations of different web technologies to put together a bug-free website experience. There are many possible permu. and comb. of different

2. Do you think that leaves anything out? If so, what?

   It leaves out my internal discipline and is just an empty outer shell. But in day to day relations this is typically how it goes.

3. What kind of work did you do before you took your Skillcrush Blueprint or before you learned tech skills?

   I was a volunteer research asst in a psychiatry lab   experiences that can be built, and many technologies to learn. I know technologies related to what the user experiences, related to the server hosting the site, and related to the database storing and retrieving data

4. What kind of work do you do now?

   Web development. I am looking for a job in the Silicon Valley

5. What type of work do you want to be doing in a year?

   I want to have an established job that has challenging ideas and peers that promote growth.

6. Do you have any "passion projects" or side projects? If so, what are they?

   x   Not at this moment.   A common thread that runs through all these technologies is the use of simple and complex logic to tell the computer what you want to do.

7. What are your different skills and areas of interest?

   Discipline. Interests = algorithms.

8. How have your tech skills helped you combine them?

   The fundamental of tech work is algorithms. I find an avenue to express my problem-solving skills.

ANALYZE IT

Now that you've gotten your story out, you need to figure out which parts of it to emphasize, and what to cover with a sheen of funfetti frosting, or, you know, gloss over.

❏ Cross something out. Look at the above answers. What's there that doesn't have much bearing on where you want to go or what you want to do? Nix it!

❏ Decide what kind of work you're looking for. What are YOU interested in? What job do you want to have in 2 months? Circle the information that you need to emphasize if you want that to happen. (green)

❏ Figure out who you're talking to. Obviously, this one varies, but imagine a real person you're likely to pitch to. What do *they* need to hear about you? You know what to do. Circle away! (red)

❏ Ask yourself what problem you solve rather than what you DO. Make notes next to your answers above and figure out how to rephrase them so that you talk about the end result of your work rather than give a boring description of it. (blue)

❏ Be quirky or unexpected. Underline memorable things about your story that might keep listeners engaged, even if they don't have to do with your career goals *exactly*. (brown)

DRAFT YOUR ELEVATOR PITCH

Now it's time to start writing! Take 15 minutes and your notes from page 1 to come up with 3 elevator pitches. Try thinking of 3 different situations and catering a pitch to each situation and the listeners or conversations you might encounter there.

1. Situation #1 - Newbie

   I help create the web experience, from a technical side. I write all the logic that makes the experience seamless and efficient. I know how to code what the user experiences, how the computer manages the user activity, and how data is stored for transactional or other purposes.

2. Situation #2 - Some person who knows a lot

   I am a full-stack web developer. I have taken a coding boot-camp and know MEAN, Python, and iOS stacks. Fundamentally, I enjoy algorithmic complexity. I am strong in being able to define a problem and write out a pseudo-solution. I like getting things done.

3. Situation #3 - technical recruiter/someone in the business but not technical

   I am a web developer, meaning I make the website experience safe, secure, and efficient for both the user and the host. I am fluent in three full stacks, meaning I can handle the same problem at least 3 different ways with 3 different languages. I currently looking for an opportunity to apply my skills in productive setting while broadening the scope of my knowledge.

Now be sure to read each pitch aloud and make sure it sounds natural.

Then, before your next big networking event, revisit this worksheet to practice so that your perfect pitch will be fresh in your mind and ready to wow everyone you meet!